



ITT

VALVELINES

A newsletter for the distributors of Engineered Valves and Pure-Flo products
2010 Vol. 1



Letter from Chuck

Chuck Graves
Director, Sales & Marketing

Recently we conducted a Distributor Survey, Distributor Advisory Council, and Skotch Rep meeting. These are a few examples of how we maintain open communication between ourselves and our distributors and customers. Through the meetings and survey we find out how we are doing, where we can improve, and what is important to you. We want to hear from you so we can continually improve to meet your needs.

Over the past year we have made significant improvements based on feedback from our customers and distributors. Our on time delivery has gone from 67% to 95%. Our total cycle time has gone from 25.8 days to 17.4 days. Our commitment to you is that going forward we will continue to listen and improve.

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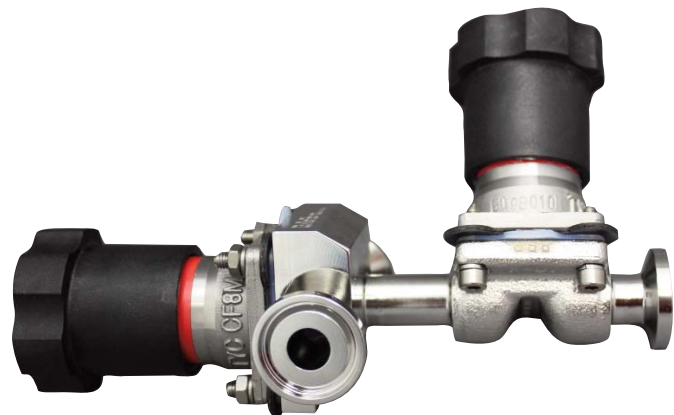
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Designing a Valve Solution for a Sterile Barrier

A pharmaceutical manufacturer needed to supply a steamed sterile barrier for their mobile vessels used to transport and store the product. To ensure a quality product and patient safety it is important that a sterile barrier system is in place. It prevents microorganisms from getting into the system and delivers a clean product.

ITT Account Manager Chris Hewitt and Induchem Project Director Stephen Keogh met with the customer to discuss their application requirements for a sterile barrier. It was important the solution offered was dimensionally identical to the original certified design, which was a forged main valve and forged second valve. After discussing the customer's needs, it was agreed the new Horizontal Sterile Access (HSA) was the correct solution. The HSA has a wrought block body main valve and a forged second valve. This design is perfect for sterile barriers and met the customer's dimensional requirements.

The forged second valve in this design solution incorporated ITT's new universal forging. This new forging design is made from a standardized forging optimized to use a minimum amount of material while maintaining structural integrity. The main valve is welded to the second valve with an orbital weld, which improves the structural integrity and eliminates the need for a fillet support weld. This provides a much neater looking valve that is more accepted in the BioPharm industry. Orbital welding is also the preferred process in the industry because it is easily repeated and provides overall weld integrity.



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Engineered for life

New Products

ITT Introduces the GV Actuator

On June 18, 2010 ITT announced the introduction of the GV actuator as the new standard for cylinder actuators on all Fabri-Valve products. The GV actuator replaces the FA actuator, providing a number of benefits for the customer.

The GV actuator standard materials of construction are lighter in weight than the FA actuator. This allows for up to a 50 percent weight reduction when compared to the FA actuator for sizes up to 12 inch bore. Light weighted actuators reduce the amount of external support required and allow for easier installation.

In addition to the light weight components, the GV actuator incorporates design features that enhance performance and extend life.

- Piston and piston seals with tight tolerances provide long life and resistance to piston gap extrusion.
- The piston wear strip supports the piston for increased seal life and reduced compression set.
- Ductile cast iron rod bearing promotes long life in high load applications.
- Tie rods, head cap, and rear cap manufactured for corrosion resistance.
- The rod is ground and polished for optimum seal life.
- NPT ports are machined for optimum unrestricted air flow. Port location can be conveniently changed by rotating either head in 90 degree intervals

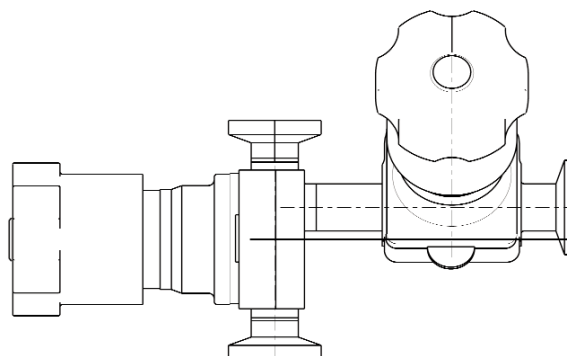
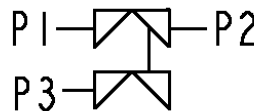
The new GV actuator product bulletin is available from our website at www.engvalves.com/itemfiles/gvactuator.pdf. You can download this pdf version of the GV actuator product bulletin or order hard copies from the online literature ordering website www.engvalves.com/literatureorder.html.



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Designing a Valve Solution for a Sterile Barrier

The HSA design solution included the new universal forging, which was still being designed for release later in the year. Since the universal forging was the best option for the customer, the ITT team accelerated the design process. The engineering team modeled and issued validated drawings to production engineering who in turn wrote the CNC programs needed to begin manufacturing. Engineering Manager Bill Hume led the ITT design team (Peter Nelson, Chris O'Donohoe, Stefano Piron and Chris Collins) that worked diligently to certify the product within 48 hours. Chris Hewitt and Stephen Keogh then presented the product design solution to the end user with a delivery schedule that enabled the customer to meet their production window. Essentially the ITT team went from concept to market in less than one working week!



Innovative Ideas

Providing a Safer, Cleaner Work Environment

In 2008 a world class mining company began plans to build a new gold mine in the Dominican Republic and hired an engineering company to design the mine. Technical Sales Representative James Gillespie learned about the project through ITT's local distributor Norpac Controls Ltd. Historically a discharging knife gate valve was standard for mining applications. However, ITT had a non-discharging valve they believed would be a better solution for the customer. It met the customer's pressure, temperature, and chemical compatibility requirements. It also provides a safer, cleaner environment by keeping the media contained within the process instead of releasing it into the environment.

The Fabri-Valve XS150-ULV was the primary non-discharging valve ITT offered to the customer. The ULV features a robust perimeter seal that provides bi-directional bubble-tight shutoff. The replaceable urethane liners are added to protect the valve body from abrasion and corrosion. A triple scraper is incorporated into the liners to clean the gate during operation and prevent media build up in the chest area.

However, the urethane material in the XS150-ULV was not compatible with some of the customer's process media. Therefore, ITT provided the XS150 and C67 valve with replaceable wear rings for those applications. These valves are not as resistant to slurries as the XS150-ULV, but the wear ring provides additional protection for the valve. The wear rings are 316SS with a Stellite 6 hard facing that are easily replaced in the field without modification to the valve. They are placed on the outside of the gate to protect the valve from abrasion. The abrasive slurry hits the wear ring instead of the valve. Therefore, the customer only needs to replace the wear rings instead of the entire valve.

The ITT sales team and Norpac presented this customized solution to the engineering company along with a strong list of references from previous successful installations. Glenn Cherepak and Ashley Ho from Norpac were instrumental throughout the pre-sale process. They provided a Portuguese speaking engineer to act as a liaison between the engineering company and the references. Their relationship with the customer kept the door open for the team to talk about the benefits of ITT's valve offering.

The customer accepted the alternate solution and ITT won the project that totaled 140 valves! After ITT won the order, the hard work was not over. Norpac worked alongside ITT's Customer Service Representative Tony Parish to comply with requests from the customer with extremely tight deadlines. The valves are in production and schedule to ship from May through August 2010.

Thanks to the team, the customer has a valve solution that will create a safer, cleaner work environment with abrasive resistant valves that are easily field repairable.



Distributor Corner

Product Training for ITT Valves

ITT will be offering three product training classes for distributors in the Fall of 2010 as part of our effort to continually support our channel partners. The dates, location, and type of training is listed to the right.

The Dia-Flo, Cam-Line, Cam-Tite and Skotch product training will cover general product overview, configuration, actuation, application, competition, and hands-on plant assembly and maintenance for Dia-Flo diaphragm valves as well as Cam-Line and Cam-Tite ball valves and Skotch burner shut-off valves. The Fabri-Valve product training will cover Fabri-Valve products (existing, special, new), select applications, material selection, competition, plant tour and hands-on assembly. The Pure-Flo product training will be split into beginner and advanced sessions. The

Product Training	Location	Dates
Dia-Flo, Cam-Line, Cam-Tite, Skotch	Lancaster, PA	Sept. 15-17
Fabri-Valve	Amory, MS	Sept. 21-23
Pure-Flo	Lancaster, PA	Sept. 28-29

beginner training will cover diaphragms, valve bodies, topworks, automation and control, hands-on assembly, nomenclature and pricing. The advanced training will cover new products, applications, engineering activities, competitive selling, and validation.

If you would like to sign up for any of these training sessions, please fill out the registration form at www.engvalves.com/training.html.

M.G. Newell Celebrates 125 Years in Business

This year M.G. Newell is celebrating their 125th year anniversary. They have been in business since 1885 and have always believed that "with the right partner, anything is possible." ITT is proud to be one of their business partners.

The company was founded by Myron G. Newell, who came to Greensboro, NC from Elmira, NY and opened a store in 1885 selling everything from hand churns to buggies. The company was first incorporated in May, 1908. In 1913 it added farm machinery to its product line. At the suggestion of Newell's son, Burton M. Newell, Sr., the company began specializing in the dairy business in the early 1920s.

Over the years, the company has expanded into the food, beverage, pharmaceutical, and personal care industries, having evolved from being a full line distributor to a full service engineering and systems integration company.

Currently, M.G. Newell has two locations: Greensboro, NC and Louisville, KY. With the addition of the Louisville division, the original M.G. Newell now functions as the corporate headquarters and houses the Greensboro division.

To learn more about the 125 year history of M.G. Newell go to <http://www.mgnewell.com/about/index.htm>.



Distributor Corner

Dia-Flo Fast Track Program

In the last issue of ValveLines we introduced the Lean Transformation that is taking place in Lancaster, PA. We are currently a little over half way done with the twelve phase implementation of Lean in our shop floor. Using this approach, we are eliminating the waste in all our processes, from the time a customer places an order to the time the invoice is paid. This now allows us to offer a Fastrack program for commonly used manual weir style Dia-Flo configurations. The items identified for the program will ship two days after an order is placed.

When ordering the Fastrack configurations, please reference the associated Fastrack Part Number at the time of order placement. Fastrack

order quantities for each configuration are limited to a maximum order quantity and are per distributor, per day. For pricing Fastrack valves, a premium of 10% must be added to the standard multiplier. (Example – if standard multiplier is .75, the Fastrack multiplier is .825)

Please note that valves required for export, or valves that require specialized testing or certifications do not qualify for purchase under the Fastrack Program. For specific information on what valves are included in the Fastrack program, contact your Customer Service Representative.

If you have any additional questions about the Fastrack program for Dia-Flo contact Chris Swarr at chris.swarr@itt.com.

Compliance with US Export Regulations

It is important for us all to know what constitutes an export or re-export under the U.S. Export Regulations. Export or re-export means more than an actual shipment or transmission of items or technology out of the United States. It can include:

- **Goods**
 - Physically shipped or hand carried
- **Software and technology**
 - Physical or electronic shipment or transmission
 - Any release - “deemed” export

Remember that no sales transaction is required in order for an export to occur!

The following are examples of exports:

- Non-U.S. citizens/residents visitors to your facility
- Tour of your facility
- Technical assistance
- Transfer of technical data via mail, email, fax, smart phones, data recording devices, etc.
 - Presentation at symposia
 - Taking products or data to a foreign country
 - Casual conversation about technical data
 - Taking laptops or other electronic equipment to a foreign country

Definition of “Deemed” Exports

- Release of technology to a foreign national = export/re-export to that national’s country
- Release of U.S. Technology in a foreign country

- Release of U.S. Technology to foreign nationals in the U.S.

Definition of a Release

- Visual inspection, oral exchange, technical know-how acquired in the U.S.

Definition of Technical Data or Technical Assistance

- Technical Data – blueprints, plans, manuals and instructions
- Technical Assistance – instructions, training, seminars

Publicly available technology is generally not controlled (i.e. product literature, material specifications such as ASME/ASTM etc.).

United States Export Law is governed by statutes, regulations and executive orders. Export Regulations are constantly being updated and revised. Since 9/11 export compliance is viewed as an issue of national security. As independent businesses, Distributors have legal obligations of compliance. The ITT Code of Corporate Conduct contemplates that Distributors will act lawfully in their transactions with ITT.

Please contact Richard Bird, Manager of Trade Compliance at 717-509-2324 or richard.bird@itt.com if at any time you have questions regarding U.S. Export Regulations

News and Events

Interphex NY Trade Show

The Interphex NY show brought together more than 11,000 industry professionals from more than 45 countries. ITT Pure-Flo joined forces with ITT Jabsco at the Interphex trade show held in New York, NY on April 20-22, 2010. The 20 by 30 ft. booth featured Pure-Flo hygienic valves and Jabsco hygienic rotary lobe pumps. Displayed at the front of the booth was a working model that combined a Jabso pump with several Pure-Flo valves. This was a great addition to the booth and gave the ITT team a tool to demonstrate how the valves work. The Advantage 2.0 actuator was also debuted as a new product at the show.



Interphex Asia Trade Show



ITT Pure-Flo exhibited at the Interphex trade show held in Singapore on June 7-10, 2010. The 9 sqm. booth featured Pure-Flo hygienic valves. The Interphex Asia show is the platform for suppliers to assist the drug development and manufacturing activities of multinational pharmaceutical manufacturers in Asia.

With the shifting industry focus in Asia, suppliers' expertise and technical know-how on the components of pharmaceutical manufacturing is highly sought after by the regional pharmaceutical manufacturers.

Global Petroleum Show



From June 8-10 in Calgary, Alberta, Canada ITT participated in the Global Petroleum Show (GPS). As the world's premier oil and gas show, GPS welcomed visitors to Calgary from over 100 countries who came to share ideas and participate in educational sessions and conference events. The 30 x 35 ft. ITT booth featured Goulds and Flygt pumps, PumpSmart intelligent controllers, valves, dewatering services, and sensors. The valve products displayed at the booth included Fabri-Valve and Skotch valves.

News and Events

Offshore Technology Conference



72,900 people attended the 2010 Offshore Technology Conference (OTC) from May 3-6 in Houston, TX. ITT hosted a 50 x 30 ft. booth featuring pumps, valves, switches, regulators, and monitoring & controls. The show is the world's largest event for offshore resources development in the fields of drilling, exploration, production and environmental protection. The valve products displayed at the booth included Fabri-Valve and Skotch valves.

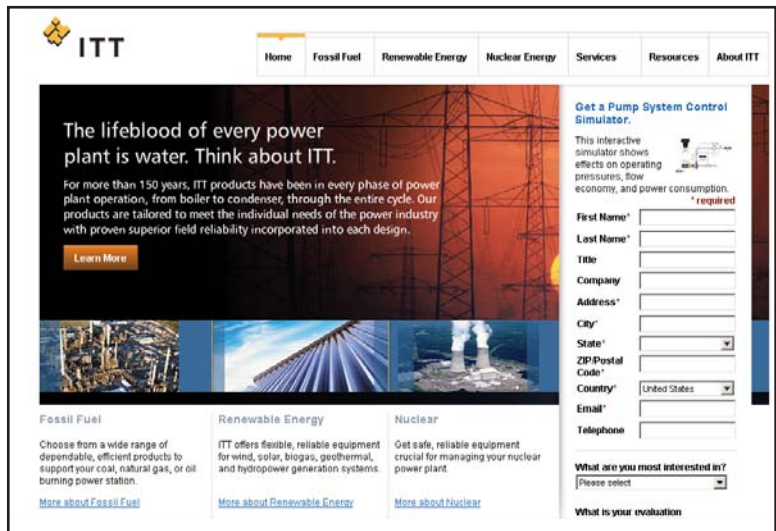
ITT Launches New Power Website

On June 24 ITT launched the website www.ittpowergen.com. This new website is a resource for people in the power industry to find information on ITT's multitude of products used in the fossil fuel, renewable energy and nuclear energy power sectors.

In power plants around the world, you'll find ITT pumps, valves, heat exchangers, analytical instruments, reverse osmosis systems, and monitoring and control equipment in every phase of water movement. With more than 310 locations in 140 countries, we move, manage, and treat fluids everywhere. ITT's installed base of 13+ million pumps and premier brands with 100+ years of history demonstrates our commitment to the industry.

The website offers visitors resources to learn how ITT's products and services have been critical to the success of leading companies in the power industry. It is one of three industry websites that ITT has created. The other two sites are: oil and gas (ittoilgas.com) and mining (ittmining.com). One of the valuable tools available is the ITT Pumping System Energy Model.

This interactive simulator shows how changes to the pumps and valves affect operating pressures, flow economy, and power consumption within a power system. Visit www.ittpowergen.com today to request your copy of the ITT Pumping System Energy Model. The first thirty users who request a copy from the website will receive a battery powered charger. This device uses 2 AA batteries to charge virtually any gadget.



Employee Update

Account Manager, Clark Minter

On June 7, 2010 Clark Minter joined ITT as the Northeast Account Manager for Engineered Valves products. He received his B.S. from Gwynedd-Mercy College and M.B.A. from Philadelphia University. He chose to work in sales because he likes challenges and working on something new every day. Clark is an active member of the International Society of Automation (ISA).

During a typical day he works through direct or representative channels to facilitate the growth of ITT Engineered Valve products. This includes solution selling for the customer's advantage and technical selling against the competition. He enjoys building relationships, gaining field knowledge, and increasing his technical selling ability. The most important aspect of his job is to make sure the customer is taken care of. He says, "Going the extra mile for customer's based on delivery when an item is in demand is critical today more than ever."

Outside of work, Clark enjoys anything sports related. He particularly likes football and baseball and is a big Philadelphia Eagles fan. He also loves spending time with his wife and two children, Maura (8) and Chase (4).



Bill Pines, Customer Service Manager

On June 14, 2010 Bill Pines was appointed the Customer Service Manager for the Lancaster, PA Customer Service team. Bill joined ITT in April of 2002 as a Contracts Administrator. Bill continued to assume additional responsibilities in this role and was promoted to Manager, Sales Operations in 2007. Most recently, Bill has served as the interim Customer Service Manager while maintaining his existing role.

In his new role, Bill will be responsible for delivery best-in-class customer service to our global valve customer base and supporting key initiatives related to growing the business.



ValveLines Going Digital?

The ValveLines newsletter is one of the tools we use to provide you with relevant information about ITT valves. As technology improves, we want to provide you information in the way that you prefer. So we are considering changing the ValveLines from a printed newsletter to an electronic newsletter. Please give us your feedback regarding whether you would prefer a printed copy or electronic copy at www.engvalves.com/valvelines.html or call (717) 509-2208.

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